



/2025

# Company Profile



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# Welcome to omnia.



Omnia was born in a garage. Just like the big players.

There were no investors, no fancy offices, no five-year plans — just a 9-square-meter room, a few desks, an improvised lab, and a shared vision born around a spontaneous dinner with friends. From that moment on, we fueled ourselves with that idea — the desire to build something of our own, blending a passion for technology, entrepreneurial spirit, and a relentless commitment to doing things the right way.

The journey hasn't been easy: sacrifices, sleepless nights, unexpected turns, and continuous learning — which remains the driving force behind our growth.

Today, after years of challenges and achievements, Omnia is a solid presence in the Italian Information and Communication Technology (ICT) landscape. We are a multidisciplinary team, with over 500 active clients and an agile structure capable of tackling even the most complex projects with energy and expertise. We've adapted, listened to the market, and carefully chosen every technology, every person, every direction.

And we continue to do so — every single day.

## MISSION

Our mission is simple and concrete: to make technology a reliable ally for business growth and security. We help companies work better — more safely, quickly, and efficiently — by providing real expertise, continuous technical support, and tailor-made solutions.

We build trusted relationships and systems that truly work, designed to last and evolve over time.



# Our bold mission

# Our shared vision

[www.omnia.srl](http://www.omnia.srl)

## VISION

We want to help transform the ICT world into something more accessible, transparent, and sustainable.

We envision a future where every company — even the smallest — can rely on strong, secure, and easy-to-manage digital infrastructures, without getting lost in jargon or “too big” solutions.

Our long-term goal is to become a trusted point of reference for those seeking a human-centered tech partner — one who simplifies complexity and supports clients with honesty, clarity, and expertise.





# Our core values

## OUR CORE VALUES

Over the years, we've changed offices, tools, roles, and perspectives. But some things have always stayed the same: the values that guide us.

They shape our everyday choices, the projects we take on, and the way we work alongside our clients.



### Innovation

Technology evolves rapidly, and we keep pace with it. We continuously invest in our team's training to deliver solutions that are always up-to-date, reliable, and secure.



### Simplicity

We speak a straightforward language, even when the topics are technical. For us, simplicity is the foundation of every solid and lasting partnership.



### Reliability

When something stops working, we are the first to take action. We never leave our clients on their own because we understand how crucial it is to have someone you can count on when it really matters.

# Our trusted team

The Omnia team is the beating heart of the company. We are a group of professionals with diverse skills, united by a shared passion for innovation, technology, and quality.

## EXECUTIVE TEAM



Filippo Gori  
CEO



Jacopo Poli  
CTO



Daniel Cappellini  
CFO





# Our trusted team

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## A CLOSE-KNIT TEAM, A SHARED VISION.

It all began with three friends, but today we have grown: over 20 professionals work alongside us every day to build reliable, tangible, and tailored technological solutions. Diverse skills, one goal: to make even the complex simple.

# Our key milestones

2015



## FOUNDATION

Omnia is born in a garage, just like the big players. It is a small Italian IT company.

2017



## ZYXEL E WITHSECURE CERTIFICATIONS

Omnia obtains **Zyxel** certification for networking and **WithSecure** certification for cybersecurity.

2019



## VALUE SELLING AND KANBAN CERTIFICATIONS

Omnia earns the Value Selling certification for value-based sales and the Kanban certification for production processes.

2020



## TELECOMMUNICATIONS AND DATA CENTER

Omnia becomes a telecommunications operator accredited by the MISE and launches its own Data Center.

2025



## DECADE

Omnia celebrates ten years.  
Ten years of growth, dedication, and continuous transformation.



# Our future goals



We look ahead with the same determination we had at the start.

In the coming years, we aim to continue growing, invest in new technologies, and strengthen our team.

Among our primary goals:

## ECONOMIC GROWTH

Achieve 5 million euros  
in revenue within the  
next 5 years.

## TEAM EXPANSION

Grow the team to over  
25 professionals.

## NEW INFRASTRUCTURE

Activate the third data  
center under the Omnia  
brand.

# Our professional services

## VOICE & DATA

**High-speed internet and unified communications.**

Services to connect offices, devices, and people in a simple, stable, and secure way.

We offer ultra-fast internet connections, both wired and wireless.

Alongside this, we provide VoIP solutions and advanced unified communications systems: platforms that integrate calls, messaging, video, and real-time collaboration through a single, easy-to-use interface.

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## CLOUD

**Shared or dedicated virtual data center services.**

We provide cloud services through a proprietary data center: a robust, secure, and fully Italian facility. You can choose between shared or fully dedicated solutions based on your needs. Thanks to a high-reliability infrastructure, we guarantee continuity, backup, and immediate access to digital resources.

A secure and flexible technological foundation on which to grow every project.

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## CYBER SECURITY

**Solutions for Centralized Security Management.**

Protecting corporate data and systems requires a proactive, tailored approach.

This is how we safeguard data and systems—with advanced technologies and centralized control tools that enable real-time monitoring and intervention.

Security is not just about software; it's a mindset.

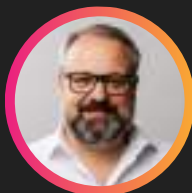
For us, it begins before anything happens.

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# Case studies

“Managing the network and communications used to be complicated. Today, everything is integrated, fast, and reliable. A real change that has truly improved the way we work.”



Enrico Verrazzani  
Head of Purchasing  
and General Affairs

## /VOICE & DATA

**Client: Argenteria Giovanni Raspini**

### **Before Omnia**

Each retail store operated with a different telecom provider, creating management confusion, fragmented support, and poor coordination. Meanwhile, the headquarters struggled with a slow and unstable internet connection.

### **The Omnia Solution**

- Design of a unified, integrated infrastructure
- Dedicated fiber with backup systems to ensure business continuity in case of outages
- Reliable connectivity in every store, essential for smooth payment and sales operations
- A unified communication system with dedicated extensions for each store, improving coordination between headquarters and retail locations

### **The Results**

- 25% increase in operational efficiency
- A stable, streamlined, and fully connected company with a single technical point of contact
- Faster response times
- A network that supports the growth of a dynamic, expanding brand

GIOVANNI  
RASPINI



# Case studies

“With Omnia, we’ve reduced both time and costs, but above all, we’ve found a reliable, always-available partner. Now our IT infrastructure truly matches the quality of our work.”



Ionut Tanasa  
Project Leader

## /CLOUD

**Client: Comm.it Srl - Software**

### **Before Omnia**

Comm.it relied on an infrastructure with slow activation times and services that didn’t always respond effectively to the company’s real needs.

### **The Omnia Solution**

- Secure, flexible, and fully managed cloud infrastructure
- Fast service activation with 24/7 technical support
- Automated backups and centralized resource management
- A smart approach designed to simplify IT operations and ensure continuity and reliability right from the basic configuration

### **The Results**

- 50% cost reduction
- A more efficient, scalable, and secure infrastructure
- Faster activation and easier service management
- Fewer technical complications
- More time and resources to focus on the company’s core business



# Case studies

“Now we have everything under control, all in one interface. Security has become proactive, easy to manage, and finally aligned with the complexity of our organization.”



Mauro Solinas  
Corporate External  
Relations and Brand  
Director

## /CYBER SECURITY

**Client: Tarros Spa**

### **Before Omnia**

Cybersecurity was handled through three separate, non-integrated tools, making threat management complex and slow to react.

### **The Omnia Solution**

Design and implementation of a centralized security management system that enabled:

- Integration of antivirus, EDR, and vulnerability management into a single control panel
- Continuous, proactive monitoring of the entire device fleet to prevent threats rather than simply respond to them
- Improved visibility and faster response times to security events

### **The Results:**

- 40% reduction in security management time
- Zero data breaches
- Increased efficiency and control over corporate assets



# Our certifications



## DATA CENTER CERTIFICATIONS



## OMNIA CERTIFICATIONS





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# In-house data center

To host our clients' data, we rely on Supernap Italy, one of the most advanced and secure data centers in Europe. Located in Milan, it guarantees exceptionally high standards of security, reliability, and performance, ensuring operational continuity and top-level data protection.

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